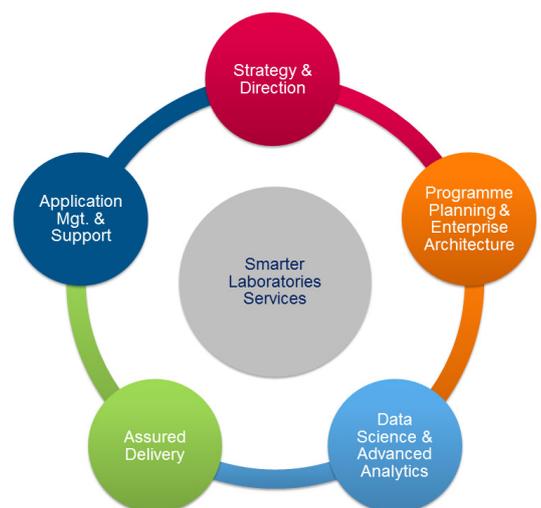




Advancing Smarter Laboratories

Tessella Smarter Laboratories Framework is designed to accompany R&D, laboratory and IT/IS leaders on their journey to a more efficient and effective R&D laboratory. Composed of five services each with a specific value focus, the flexible framework allows you to select the combination of services that best meet your needs.

- Maximise the available payoff from Smart Labs investments today and tomorrow
- Reduce IT cost and implementation time, improve quality
- Enable faster innovation, find higher value products, reduce operational costs
- Increase success rate of application delivery projects
- Maintain Lab productivity with cost effective and sustainable application support





1. Strategy and Direction

Value Focus: Maximise the available payoff from Smart Labs investments today and tomorrow. A superior strategy offers better projected business outcomes such as: a 15% decrease in time to value, a 20% increase on the value of innovation and a 30% increase in productivity.

Our Strategy and Direction Service helps you realise the transformative potential of your IT investments in R&D informatics, analytics and modelling within the realities of complex data and varied working practice. The approach is based on working with all stakeholders to identify critical questions and facilitate informed decision. We use value driver analysis to determine and quantify the benefits that Smart Laboratories changes seek to deliver. These typically include speed, risk reduction, increased value of innovation, or step changes in productivity.

2. Programme Planning and Enterprise Architecture

Value Focus: Reduce IT costs, implementation time, and improve quality. Typical Benefits: 20% projected IT cost reduction (implementation, operations, maintenance, enhancements, integration), 10% projected time reduction to implement new IT functionality and enhancements, increased quality.

Our Programme Planning and Enterprise Architecture helps you move from a clear business direction for transforming to defining an effective and deliverable, programme plan considering both the site and global level. It establishes the right pieces for your enterprise application jigsaw and the right constraints to put on sourcing them. It is built on our experience across the many elements of the Smart Labs jigsaw – ELN, LIMS, SDMS, CDS, LES, material reference, protocol management as well as Service-oriented architecture.

3. Data Science and Advanced Analytics

Value Focus: Enable faster innovation, find higher value products, and reduce operational costs. Typical benefits: 20% reduction in operational costs and time to value, 30% increase time spent on higher value adding activities.

Our Data Science and Advanced Analytics Service helps you get additional value from your existing experimental data and brings advanced analytical insight from predictive models. Our approach is to work from your predictive modelling needs to identify what data is required and what links need to be kept and built from experiments and their context. We

then use this to help define retention data policy. The package is based on strong data management and modelling experience developed in the world of R&D, familiarity with complex and rich data, as well as experience of pre-processing, summarising and actively preserving data.

4. Assured Delivery

Value Focus: Increase success rate of application delivery projects. None of Tessella's 197 projects from FY 2009/10 to 2013/14 overran.

Our Assured Delivery Service makes sure that the technical changes implemented produce business benefits you planned for. It is based on working with both science communities and IT groups to ensure both sides clearly understood the requirements, in advance of both the technology selection and its subsequent implementation. This approach identifies potential implementation risks to individual systems or components that can be introduced by the late discovery of unexpected complexity, mis-alignment of supporting IT, or variety in the local and functional needs - such as the levels of automation in different geographies. A particular focus is on identifying the true needs of users and the 'carrots' necessary for wide adoption.

5. Application Management and Support

Value Focus: Maintain Lab productivity with cost effective and sustainable application support. Typical benefits: 70% Reduction in IT support costs.

Large organisations undertaking R&D have invested heavily in various elements of technology, whether that be scientific instruments, high specification computing or enterprise solutions such as LIMS and ELN's. In addition, a multitude of legacy spreadsheets and databases have become the tools of choice for the knowledge worker. Within the laboratory community these are combined with complex calculation engines comprising advanced science and mathematical algorithms. Our Application Management and Support Service has been developed from our deep experience and track record of delivering laboratory systems that enjoy high user satisfaction. Your applications are supported by a specialist R&D application support team with a flexible service model that includes access to a legacy application enhancement service as well as an application portfolio advisor.